

## Message Text

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ACTION EA-10

INFO OCT-01 EUR-12 ISO-00 NSCE-00 CIAE-00 DODE-00 PM-03

H-01 INR-07 L-02 NSAE-00 NSC-05 PA-01 PRS-01 SP-02

SS-15 USIA-06 OES-03 AGR-05 EB-07 COME-00 TRSE-00

SAJ-01 SAM-01 NIC-01 /084 W  
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R 250220Z FEB 75

FM USLO PEKING

TO AMCONSUL HONG KONG

INFO SECSTATE WASHDC 3269

AMEMBASSY TOKYO

AMEMBASSY PARIS

AMEMBASSY COPENHAGEN

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E.O. 11652: N/A

TAGS: ETRD, CH, US, FR, DA

SUBJECT: MOSCOW NARODNY BANK REPORT OF PRC AMMONIA

REF: HONG KONG 1856, PARA 4 (NOTAL)

1. USLO HAS CHECKED WITH FRENCH AND DANISH COMMERCIAL OFFICERS HERE TO ASK IF THEY COULD CONFIRM MOSCOW NARODNY BANK BULLETIN STORY REPORTED REFTEL THAT IN JANUARY 1975 CHINA PURCHASED THREE MORE FERTILIZER PLANTS FROM THE FRENCH FIRM HEURTEY, WITH DESIGN AND TECHNOLOGY TO BE PROVIDED BY THE DANISH FIRM HALDOR TOPSOE A/S. NEITHER THE FRENCH NOR THE DANES HAVE INFORMATION THAT SUCH A TRANSACTION TOOK PLACE, AND OUR DANISH COLLEAGUE FLATLY SAID THE STORY WAS WRONG. NOT ONLY DID HIS EMBASSY HAVE NO REPORT OF SUCH A SALE, BUT LAST WEEK HE TALKED AT LENGTH IN PEKING WITH A SENIOR EXECUTIVE OF HALDOR TOPSOE AND THE SUBJECT WAS NEVER MENTIONED.

2. BOTH FRENCH AND DANISH COMMERCIAL OFFICERS SAY THAT TO  
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DATE ONLY THREE AMMONIA PLANTS (WITH ACCOMPANYING UREA PLANTS) HAVE

BEEN SOLD TO CHINA BY HEURTEY WITH COOPERATION OF HALDOR TOPSOE. THESE WERE SOLD IN JANUARY 1974, AND ADDED TO TEN M.W. KELLOGG PROCESS PLANTS THEY BROUGHT CHINA'S TOTAL PURCHASES OF AMMONIA-UREA COMPLEXES TO 13. THROUGHOUT THE FALL OF 1973, HALDOR TOPSOE WAS ALSO NEGOTIATING THE SALE OF A PLANT TO PRODUCE CATALYSTS FOR THE PLANTS TO BE SUPPLIED BY HEURTEY AND M.W. KELLOGG, AS WELL AS FOR SOME PRC DOMESTICALLY PRODUCED AMMONIA PLANTS. OUR DANISH COLLEAGUE IS NOT CERTAIN WHEN THIS DEAL WAS CONSUMMATED, BUT IT WAS IN LATE 1973 OR JANUARY 1974. THE PRICE FOR THAT PLANT WAS DANISH KRONER 85 MILLION OR ABOUT DOLS 13 MILLION.

3. COMMENT: UNLESS THE SALE REPORTED IN THE MOSCOW NARODNY BANK BULLETIN WAS QUIETLY NEGOTIATED AND KEPT SECRET FROM GOVERNMENT COMMERCIAL OFFICERS, THE REPORT MUST BE IN ERROR. CONCERNING THE POSSIBLE SALE OF A CATALYST PLANT BY THE US (PEKING 2066 OF 1974), WE DO NOT KNOW THE STATUS OF THOSE NEGOTIATIONS BUT DO KNOW THAT CATALYSTS AND CHEMICALS INTERNATIONAL DID NOT CONSIDER ITSELF IN COMPETITION WITH HALDOR TOPSOE SINCE DIFFERENT TYPES OF CATALYSTS WERE INVOLVED.  
BUSH

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NNN

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